

Case Study

Need Immediate need for market study from provider with specialized experience

Industry Construction

Business Type B2B

Challenge

A PE fund investment vice president came to us with an immediate need for a time-sensitive market study on a potential deal they were looking at in the home safety aspect of the construction industry. With their go-to commercial due diligence providers unavailable due to capacity constraints, the fund was in a crunch to find a provider that could fill their need quickly, while also having the experience they desired in new construction multifamily apartment buildings in the southeast.

Solution

Leveraging our founder's 20 years in private equity, we have extensive frameworks for assessing PE-grade commercial due diligence needs. BluWave utilizes technology, data, and human ingenuity to pre-map, assess, monitor, and maintain deep pools of market study providers that uniquely meet the private equity standard. We interviewed the PE fund to understand their specific key criteria, and then connected the client with the select pre-vetted commercial due diligence provider from our invitation-only Intelligent Network that fit their exacting needs.

Result

Within 24 hours of the initial scoping call, the PE firm was introduced to two PE-grade commercial due diligence providers that specialized in the construction industry. The client selected their ideal choice. The provider had run several engagements in the home safety area in the past year and a half. The PE fund was able to quickly engage a provider that had the expertise they needed to fully understand the target's market and whether or not the deal was worth pursuing.

The client reached out on Thursday night in need of a market study for an upcoming investment after their go-to providers were tapped out. We were able to connect them with two firms within hours who had relevant experience. They chose one before the weekend and were able to kick off on Monday.

- BluWave Consulting Manager